2/9/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1987

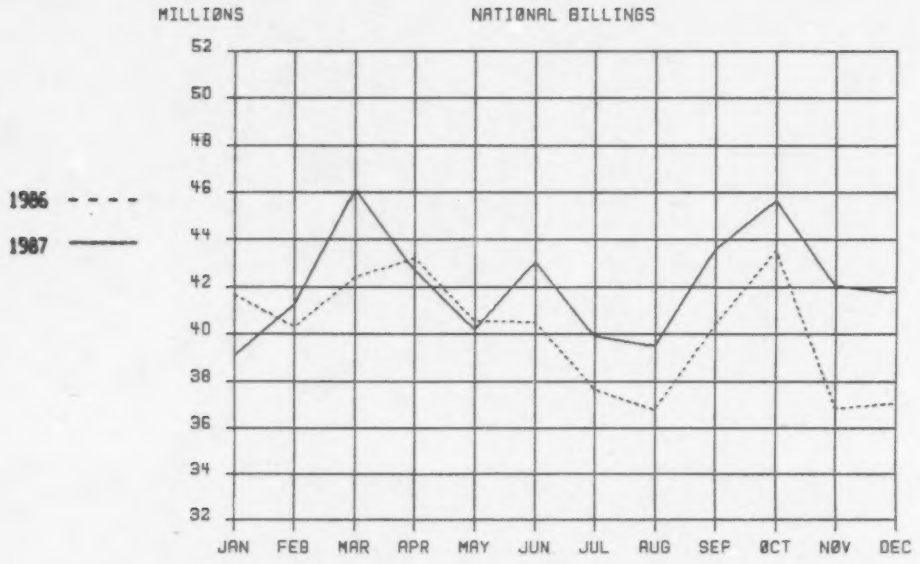
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	37069.6	41831.8	12.8	100.0	100.0
Dist. 1	19	2958.7	3088.5	4.4	8.0	7.4
Dist. 2	42	3920.7	4249.9	8.4	10.6	10.2
Dist. 3	61	7063.1	7447.5	5.4	19.1	17.8
Dist. 4	32	4719.8	4795.7	1.6	12.7	11.5
Dist. 5	24	2164.7	2357.5	8.9	5.8	5.6
Dist. 6	50	5937.6	7280.6	22.6	16.0	17.4
Dist. 7	34	5071.4	5763.1	13.6	13.7	13.8
Dist. 8	22	1859.5	3002.8	61.5	5.0	7.2
Dist. 9	23	3374.1	3846.2	14.0	9.1	9.2
Foreign	10					

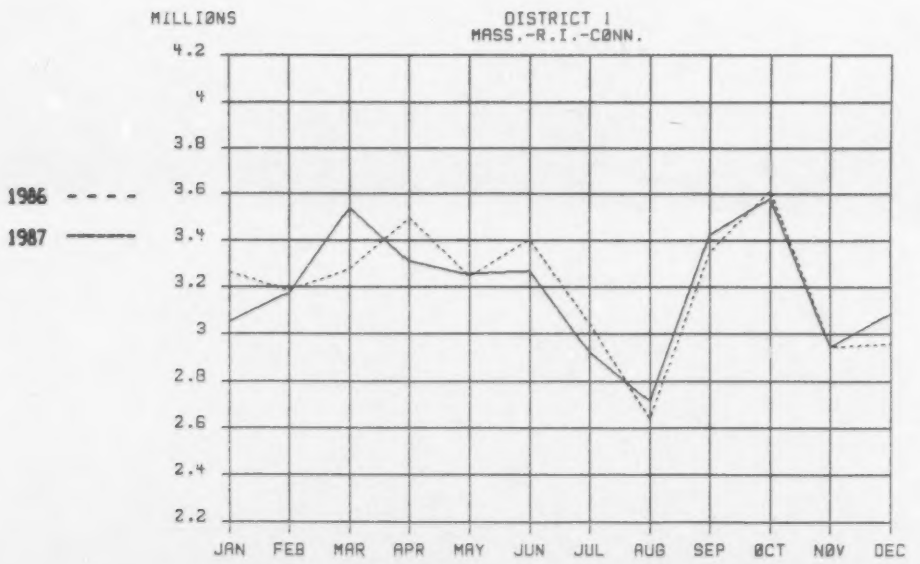
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	481160.9	504879.3	4.9	100.0	100.0
Dist. 1	38432.2	38294.5	- 0.4	8.0	7.6
Dist. 2	51501.4	51029.6	- 0.9	10.7	10.1
Dist. 3	89204.5	93259.2	4.5	18.5	18.5
Dist. 4	64283.6	62866.6	- 2.2	13.4	12.5
Dist. 5	27218.1	27914.8	2.6	5.7	5.5
Dist. 6	76520.0	87951.9	14.9	15.9	17.4
Dist. 7	65674.5	68259.4	3.9	13.6	13.5
Dist. 8	25655.0	30046.1	17.1	5.3	6.0
Dist. 9	42671.6	45257.2	6.1	8.9	9.0

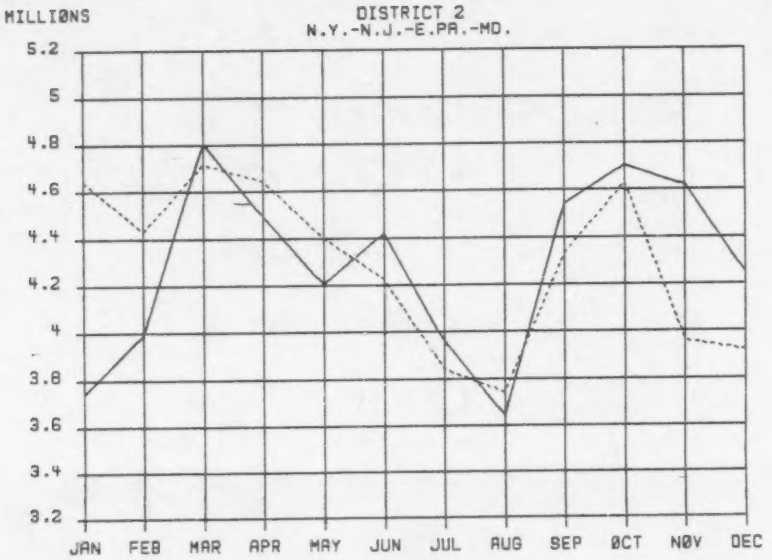
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



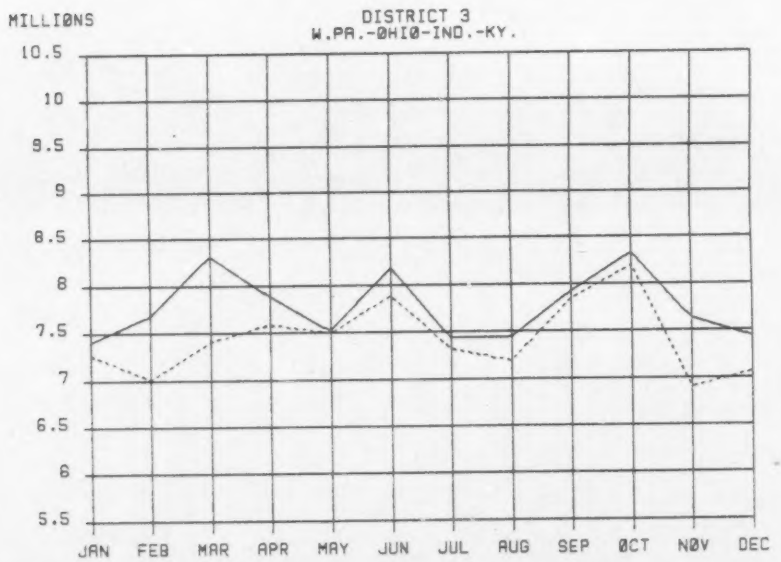
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.9	13.1	12.8
	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5	4.3	4.9



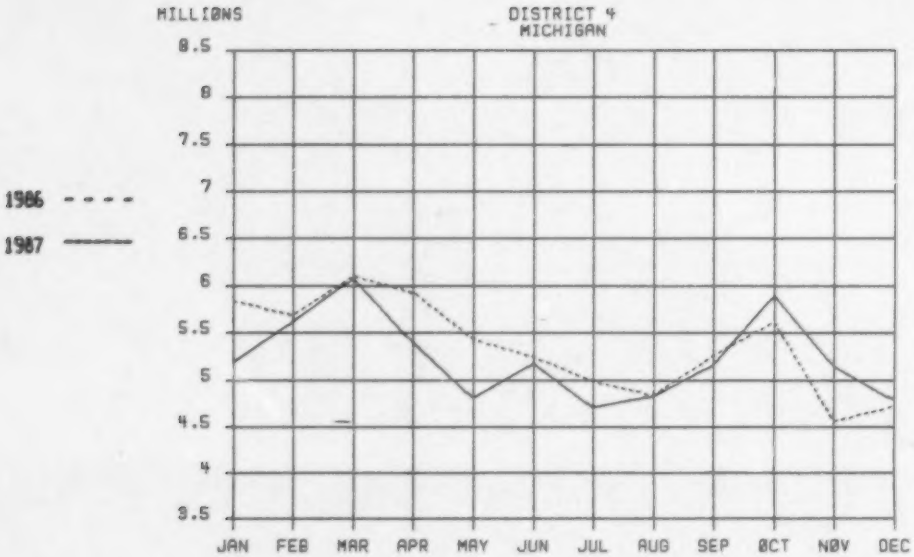
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9	0.0	4.4
	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8	-0.8	-0.4



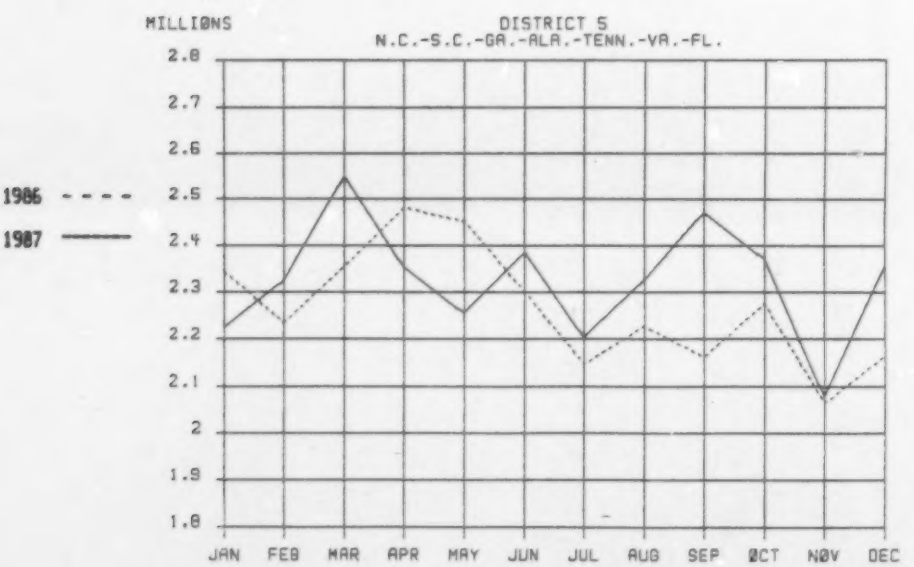
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-19.5	-10.0	1.9	-3.2	-4.4	4.5	3.1	-2.6	4.8	1.6	7.6	8.4
% Change	Cumulative	-19.5	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5	-1.7	-0.9



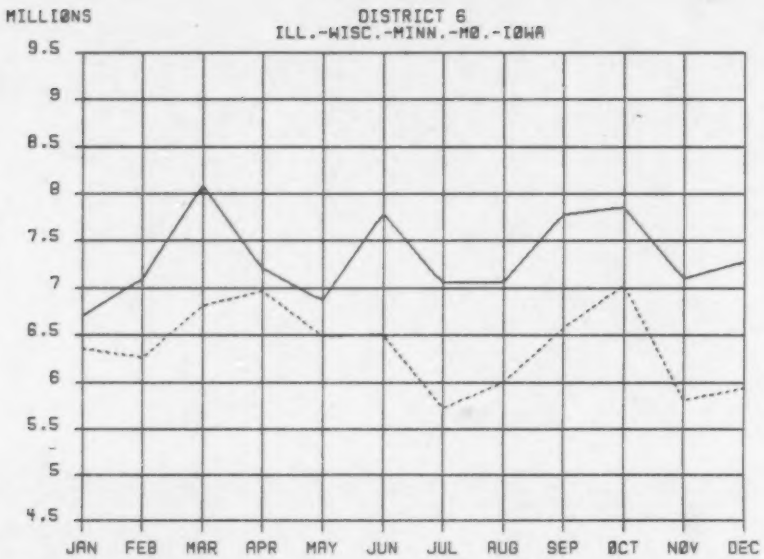
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	9.6	12.2	3.9	0.5	3.8	1.6	3.6	1.0	1.7	10.6	5.4
% Change	Cumulative	1.8	5.6	7.9	6.9	5.6	5.3	4.7	4.6	4.2	3.9	4.5	4.5



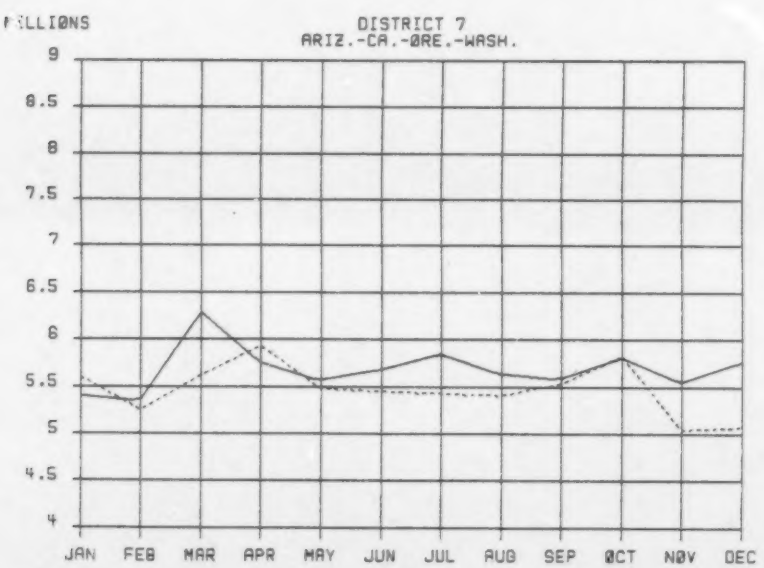
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9	12.9	1.6
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8	-2.5	-2.2



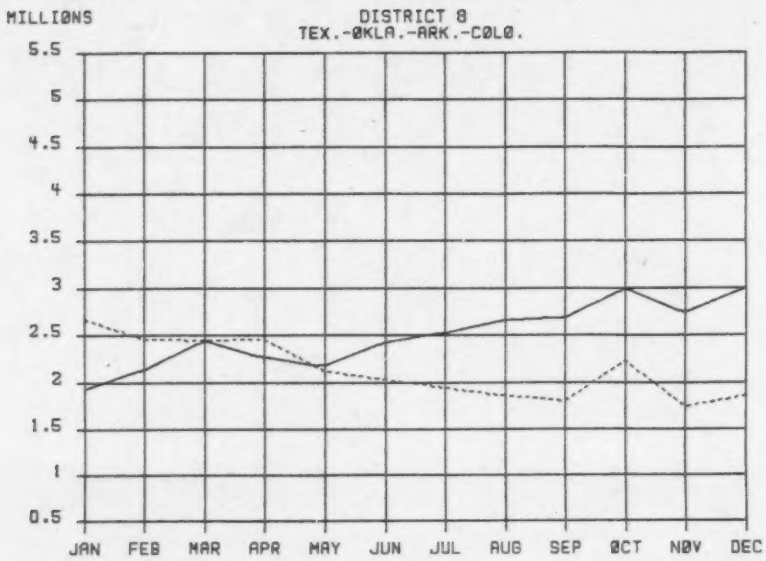
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	7.7	4.4	14.2	4.2	0.7	8.9
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1	2.0	2.6



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7	22.3	22.6
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6	14.3	14.9



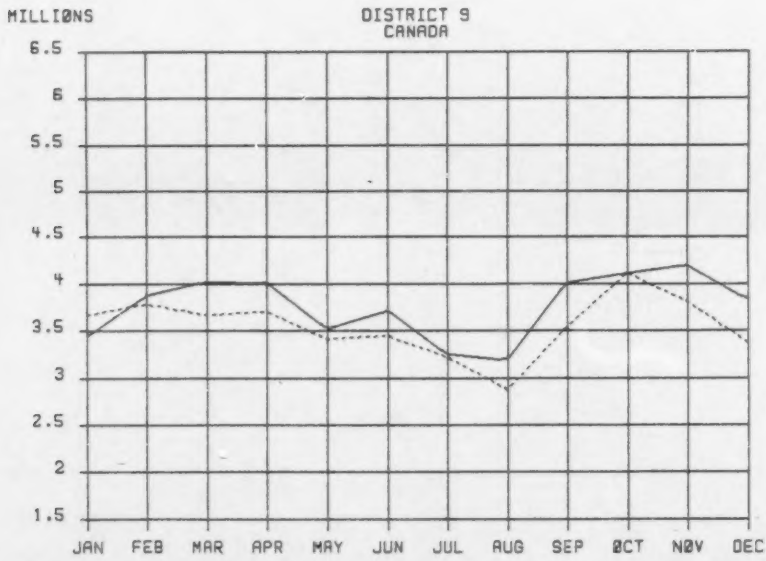
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1	-0.3	9.7	13.6
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5	3.1	3.9



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2	57.6	61.5
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2	13.6	17.1



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-0.2	10.2	14.0
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.9	5.4	6.1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE:

For further editorial information contact:
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Telephone: (904) 249-0448

IMMEDIATELY

FOR 1987 COMMERCIAL HEAT TREATERS POST 4.9% SALES INCREASE OVER 1986

Billings for December 1987 amounted to $41.8 million, up 12.8% over the December 1986 total of $37.1 million.

For the year, sales reached $504.9 million, compared to the 1986 year-end total of $481.2 million.

All nine MTI districts improved their performance over December 1986. For the year, six districts exceeded their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Dec 87 vs. Dec 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	4.4	- 0.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.4	- 0.9
3	South Central (W.PA-OH-IN-KY)	5.4	4.5
4	Michigan	1.6	- 2.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	8.9	2.6
6	North Central (IL-WI-MN-MO-IA)	22.6	14.9
7	Pacific Coast (CA-AZ-ORE-WASH)	13.6	3.9
8	Southwest (TX-OK-AR-CO-LA-UT)	61.5	17.1
9	Canada	14.0	6.1

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MASTER CRAFTSMEN
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news release

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FOR RELEASE:

IMMEDIATELY

JANUARY 1988 BILLINGS FOR METAL TREATING INDUSTRY TOP JANUARY 1987 TOTAL BY 8.3%

January sales reached $42.4 million, up from $39.1 million for January 1987. Billings were also up 1.3% from December 1987.

All nine MTI districts improved their performance over January 1987.

A summary of percentage change by geographic regions follows:

	District	Jan 88 vs. Jan 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	0.1	0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	12.7	12.7
3	South Central (W.PA-OH-IN-KY)	5.6	5.6
4	Michigan	2.4	2.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.5	1.5
6	North Central (IL-WI-MN-MO-IA)	11.1	11.1
7	Pacific Coast (CA-AZ-ORE-WASH)	1.8	1.8
8	Southwest (TX-OK-AR-CO-LA-UT)	48.9	48.9
9	Canada	11.9	11.9

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METAL TREATING INSTITUTE
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JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1988

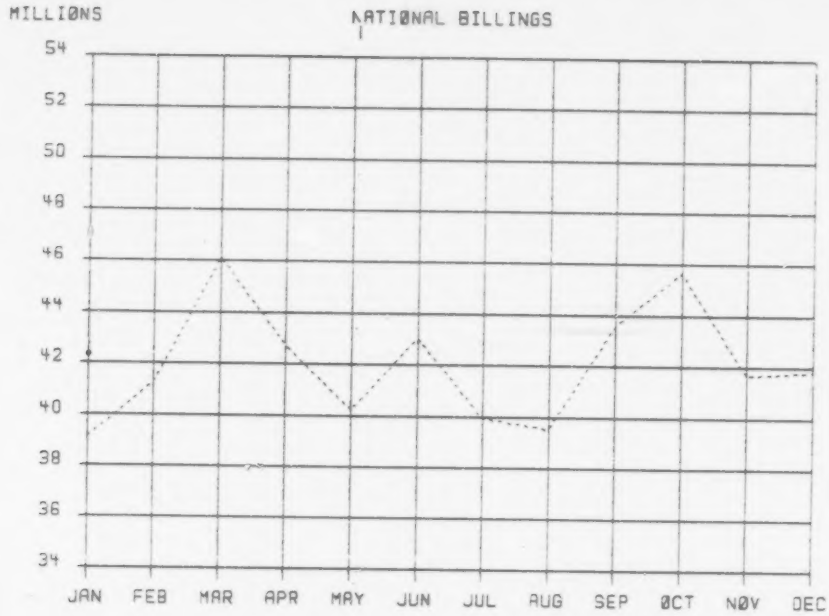
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	39116.4	42364.2	8.3	100.0	100.0
Dist. 1	19	3055.7	3057.7	0.1	7.8	7.2
Dist. 2	42	3740.2	4215.0	12.7	9.6	9.9
Dist. 3	61	7410.0	7827.2	5.6	18.9	18.5
Dist. 4	32	5198.5	5322.6	2.4	13.3	12.6
Dist. 5	24	2226.3	2258.9	1.5	5.7	5.3
Dist. 6	50	6708.9	7452.8	11.1	17.2	17.6
Dist. 7	34	5401.6	5501.3	1.8	13.8	13.0
Dist. 8	22	1930.5	2873.7	48.9	4.9	6.8
Dist. 9	23	3444.8	3855.0	11.9	8.8	9.1
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	39116.4	42364.2	8.3	100.0	100.0
Dist. 1	3055.7	3057.7	0.1	7.8	7.2
Dist. 2	3740.2	4215.0	12.7	9.6	9.9
Dist. 3	7410.0	7827.2	5.6	18.9	18.5
Dist. 4	5198.5	5322.6	2.4	13.3	12.6
Dist. 5	2226.3	2258.9	1.5	5.7	5.3
Dist. 6	6708.9	7452.8	11.1	17.2	17.6
Dist. 7	5401.6	5501.3	1.8	13.8	13.0
Dist. 8	1930.5	2873.7	48.9	4.9	6.8
Dist. 9	3444.8	3855.0	11.9	8.8	9.1

[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

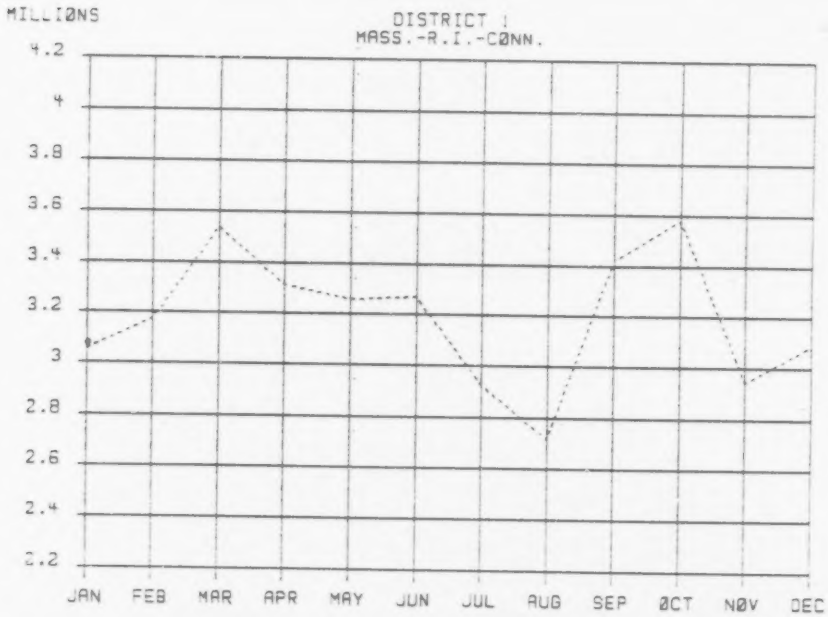


1987 - - - -

1988 ——————

Note: A dot on the vertical graph line indicates January 1988's total.

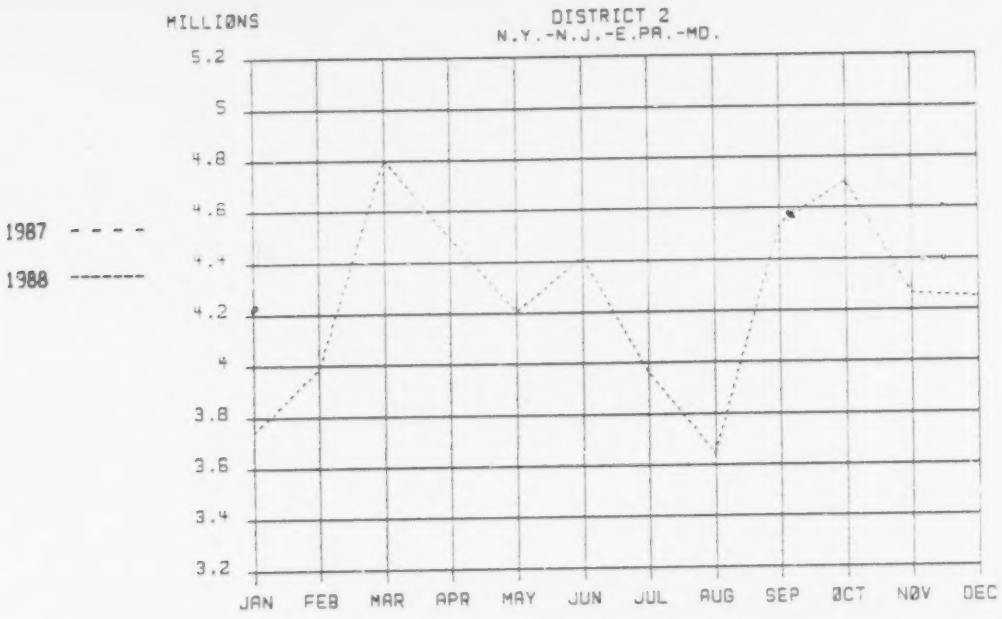
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3											
% Change	Cumulative	8.3											



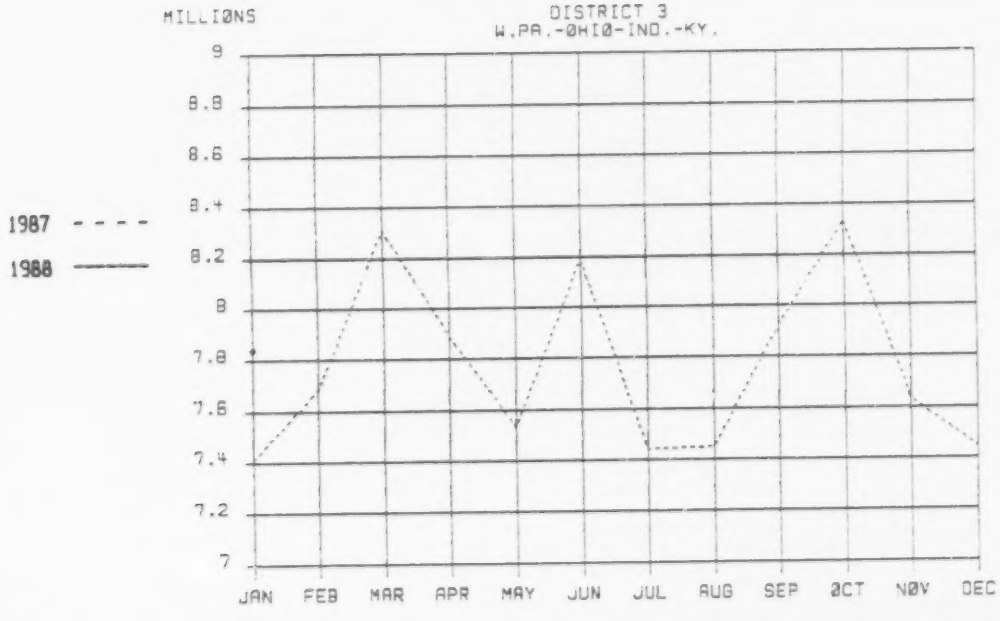
1987 - - - -

1988 ——————

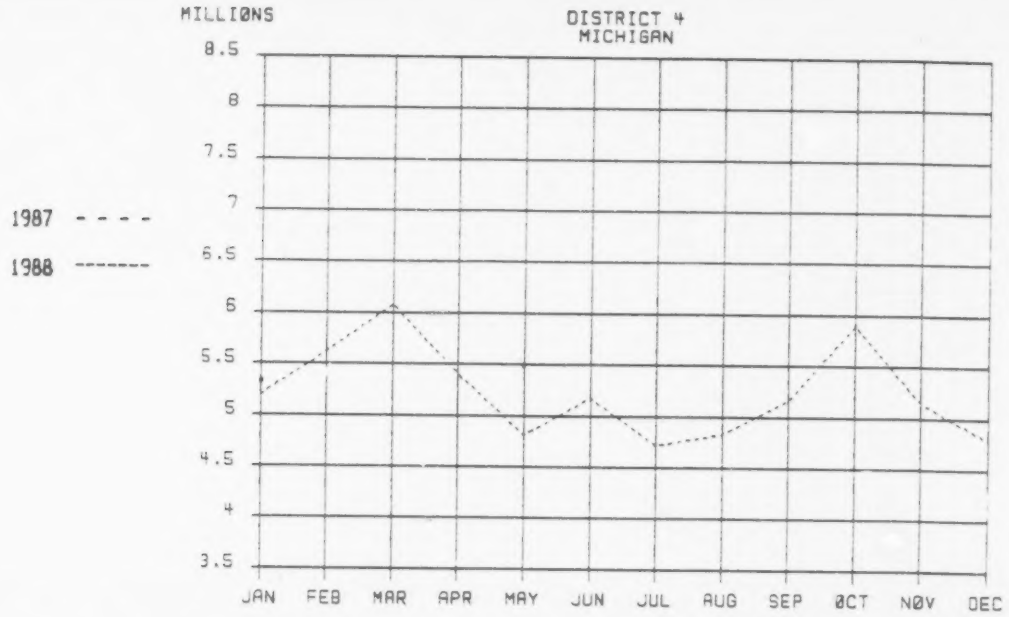
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUS	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.1											
% Change	Cumulative	0.1											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.7											
% Change	Cumulative	12.7											



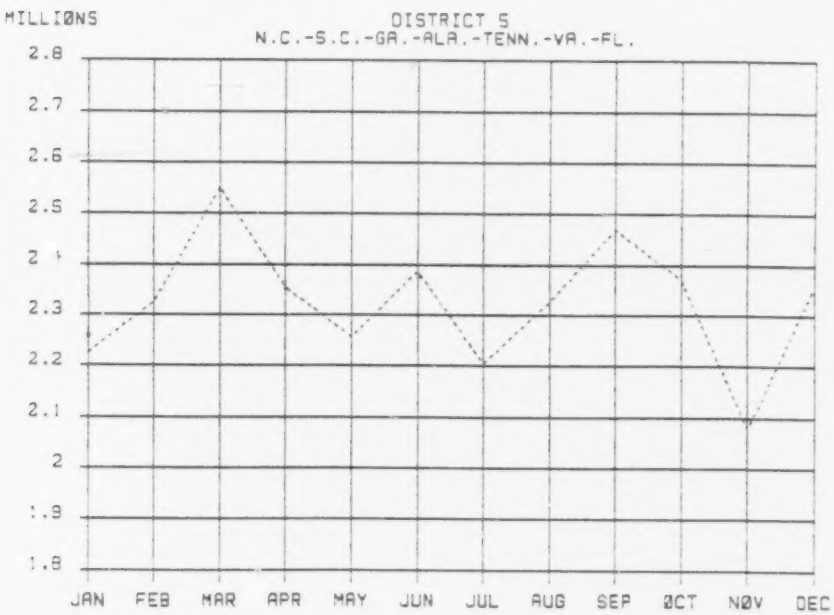
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.6											
% Change	Cumulative	5.6											



1987 - - - -

1988 -------

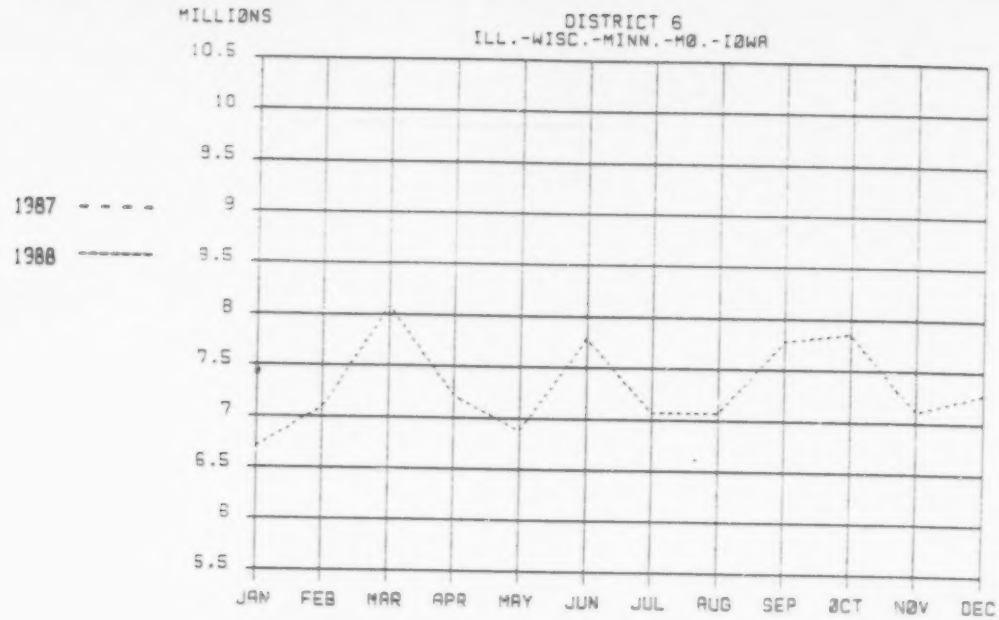
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.4											
% Change	Cumulative	2.4											



1987 - - - -

1988 -------

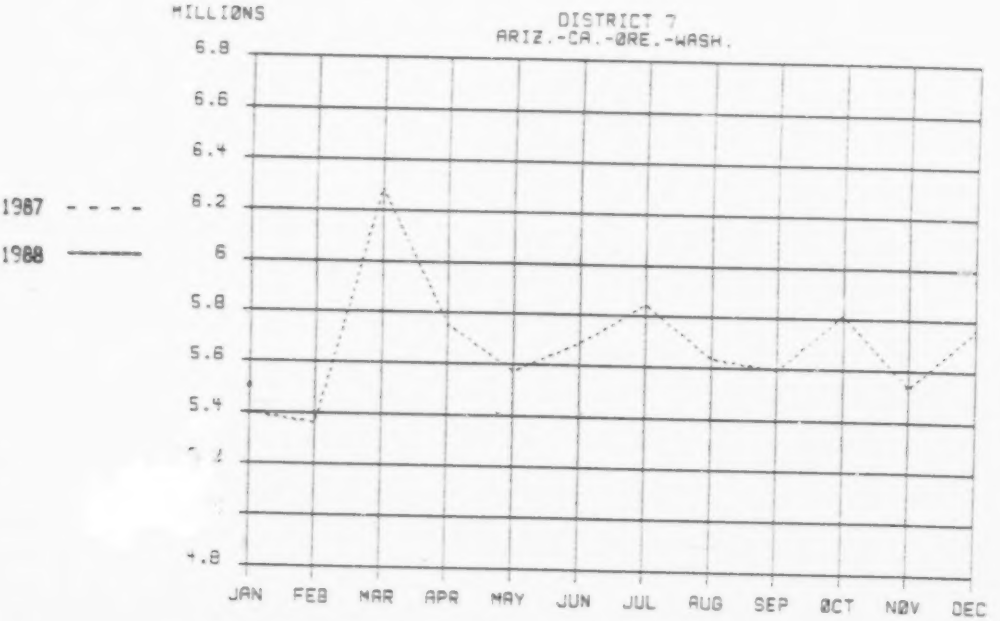
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5											
% Change	Cumulative	1.5											



1987 - - - -

1988 ———

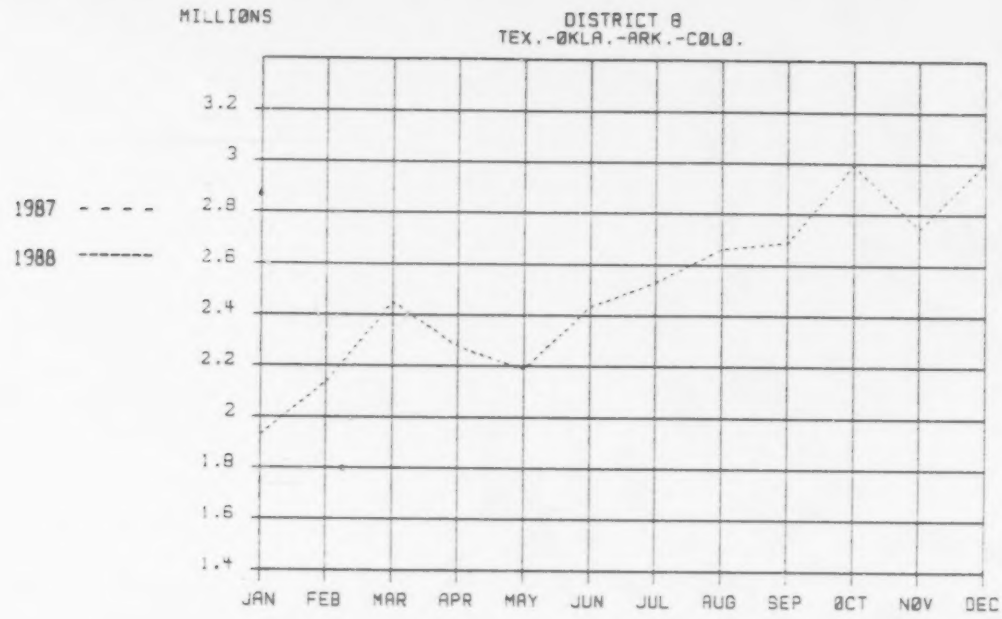
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.1											
% Change	Cumulative	11.1											



1987 - - - -

1988 ———

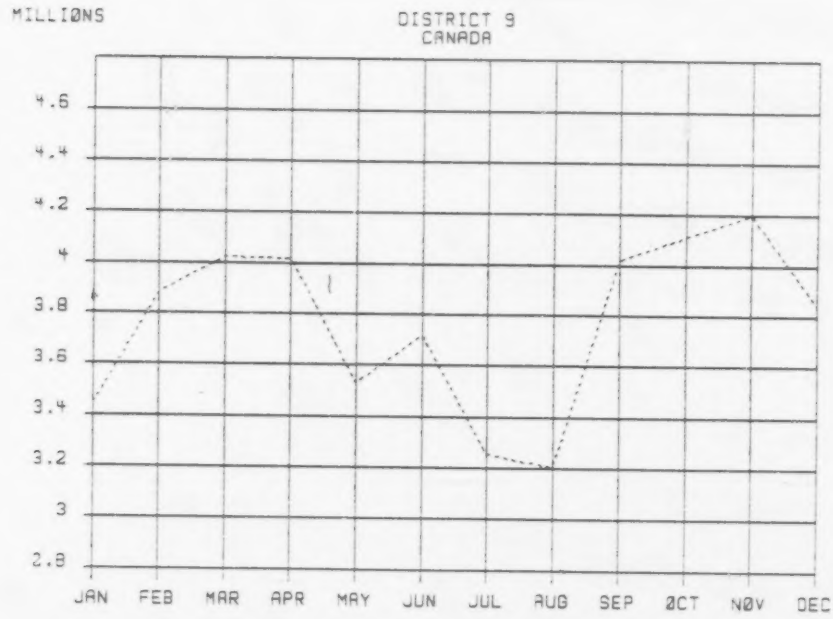
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8											
% Change	Cumulative	1.8											



1987 - - - -

1988 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	48.9											
% Change	Cumulative	48.9											



1987 - - - -

1988 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9											
% Change	Cumulative	11.9											

4/1/88

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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

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FOR RELEASE: IMMEDIATELY

FEBRUARY 1988 SALES FOR COMMERCIAL HEAT TREATERS EXCEED FEBRUARY 1987 TOTAL BY 12.3%

February billings totaled $46.1 million, well above the $41.0 million reached in February 1987.

For the first two months of 1988, sales amounted to $88.2 million, up 10.4% from the same period in 1987 when sales reached $79.9 million.

Eight MTI districts improved their performance over February 1987, and all nine districts outperformed 1987 for the two-month period.

A summary of percentage change by geographic regions follows:

	District	Feb 88 vs. Feb 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	1.9	1.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	13.8	13.2
3	South Central (W.PA-OH-IN-KY)	8.9	7.3
4	Michigan	- 0.3	1.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	7.6	4.6
6	North Central (IL-WI-MN-MO-IA)	19.0	15.2
7	Pacific Coast (CA-AZ-ORE-WASH)	10.7	6.3
8	Southwest (TX-OK-AR-CO-LA-UT)	51.9	50.4
9	Canada	15.1	13.6

4/1/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1988

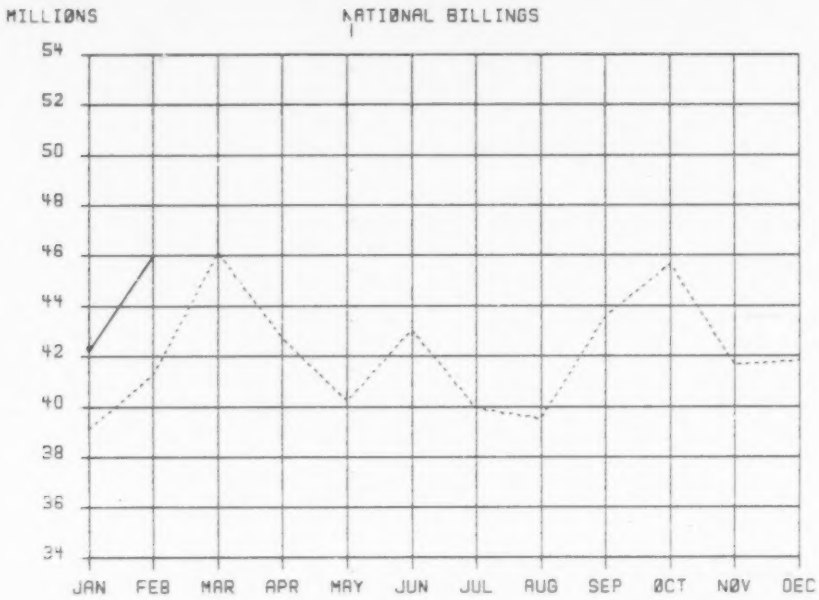
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	317	41026.8	46065.5	12.3	100.0	100.0
Dist. 1	19	3175.1	3234.2	1.9	7.7	7.0
Dist. 2	42	3925.0	4467.5	13.8	9.6	9.7
Dist. 3	61	7581.5	8258.2	8.9	18.5	17.9
Dist. 4	32	5627.9	5610.0	- 0.3	13.7	12.2
Dist. 5	24	2325.8	2503.6	7.6	5.7	5.4
Dist. 6	50	7007.1	8338.5	19.0	17.1	18.1
Dist. 7	34	5362.6	5936.5	10.7	13.1	12.9
Dist. 8	22	2138.3	3247.3	51.9	5.2	7.0
Dist. 9	23	3883.4	4469.7	15.1	9.5	9.7
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	79913.5	88191.1	10.4	100.0	100.0
Dist. 1	6230.8	6301.4	1.1	7.8	7.1
Dist. 2	7621.6	8630.3	13.2	9.5	9.8
Dist. 3	14895.2	15983.4	7.3	18.6	18.1
Dist. 4	10826.4	10932.6	1.0	13.5	12.4
Dist. 5	4552.1	4762.5	4.6	5.7	5.4
Dist. 6	13626.2	15697.4	15.2	17.1	17.8
Dist. 7	10764.2	11437.8	6.3	13.5	13.0
Dist. 8	4068.8	6121.0	50.4	5.1	6.9
Dist. 9	7328.3	8324.8	13.6	9.2	9.4

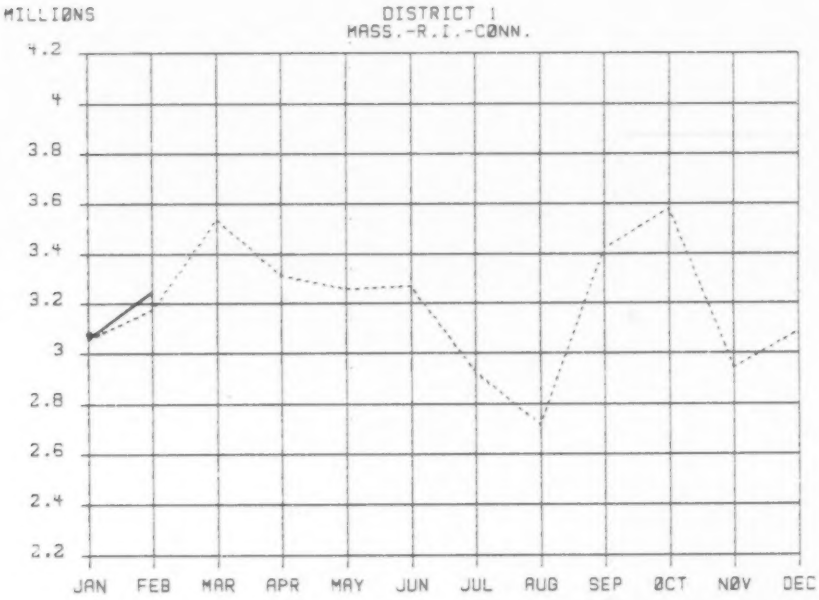
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



1987 - - - -

1988 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.3	12.3										
% Change	Cumulative	8.3	10.4										



1987 - - - -

1988 ------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	1.9										
% Change	Cumulative	0.4	1.1										